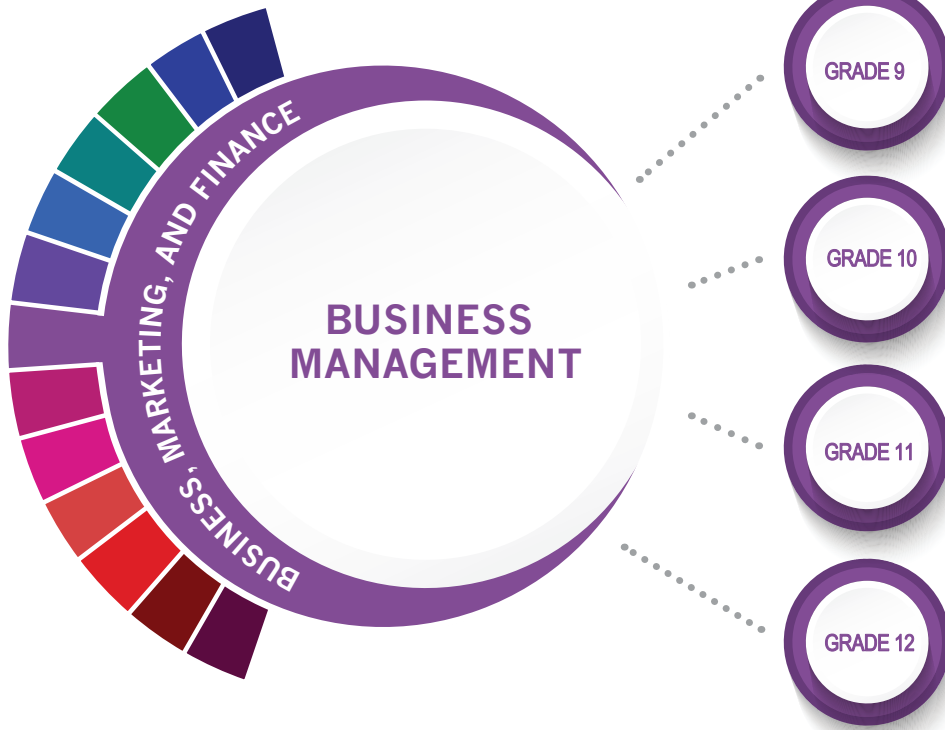


## COURSES



Principles of Business, Marketing, and Finance  
Level 1

Business Information Management I  
Level 2

Business Information Management II  
Level 3

Practicum in Business Management  
Level 4

## POSTSECONDARY OPTIONS

HIGH SCHOOL/ INDUSTRY CERTIFICATION	CERTIFICATE/ LICENSE*	ASSOCIATE'S DEGREE	BACHELOR'S DEGREE	MASTER'S/ DOCTORAL PROFESSIONAL DEGREE
Microsoft Office Specialist or Expert - Excel	Certified Records Manager	Business Administration		
	Certified Facility Manager	Business/ Commerce		Business Management
	Certified Commercial Contracts Manager	Public Administration		
	Teradata 14 Basics/ Certified Technical Specialist	Business Management	Management Science	

Additional industry based certification information is available from the TEA CTE website.

For more information on postsecondary options for this program of study, visit [TXCTE.org](http://TXCTE.org).

OCCUPATIONS	MEDIAN WAGE	ANNUAL OPENINGS	% GROWTH
Administrative Service Managers	\$96,138	2,277	21%
Management Analysts	\$87,651	4,706	32%
General and Operations Managers	\$107,640	18,679	20%
Operations Research Analysts	\$78,083	1,128	38%
Supervisors of Administrative Support Workers	\$57,616	14,982	20%

### WORK BASED LEARNING AND EXPANDED LEARNING OPPORTUNITIES

Exploration Activities: Business Professionals of America (BPA), Future Business Leaders of America (FBLA), and DECA

Work Based Learning Activities: Internship with local business or chamber of commerce;

The Business Management program of study teaches CTE concentrators how to plan, direct, and coordinate the administrative services and operations of an organization. Through this program of study, students will learn the skills necessary to formulate policies, manage daily operations, and allocate the use of materials and human resources. This program of study will also introduce students to mathematical modeling tools and organizational evaluation methods. The Business, Marketing, and Finance Career Cluster® focuses on careers in planning, organizing, directing, and evaluating business functions essential to efficient and productive business operations.



It is the policy of Weslaco ISD not to discriminate on the basis of race, color, national origin, sex or handicap in its vocational programs, services or activities as required by Title VI of the Civil Rights Act of 1964, as amended; Title IX of the Education Amendments of 1972; and Section 504 of the Rehabilitation Act of 1973, as amended.

Successful completion of the Business Management program of study will fulfill requirements of the Business and Industry Endorsement. Approved Statewide Program of Study - September 2019-Modified by Weslaco ISD Career & Technical Education



# COURSE INFORMATION

COURSE NAME	SERVICE ID	PREREQUISITES (PREQ) COREQUISITES (CREQ)	GRADE
Principles of Business, Marketing, and Finance	13011200 (1 credit)	None	9-11
Business Information Management I/Lab	13011400 (1 credit) 13011410 (2 credits)	None	9-12
Business Law	13011700 (1 credit)	None	11-12
Virtual Business	13012000 (.5 credit)	None	10-12
Business Information Management II/Lab	13011500 (1 credit) 13011510 (2 credits)	PREQ: Business Information Management I	10-12
Business Management	13012100 (1 credit)	None	10-12
Global Business	13011800 (.5 credit)	None	10-12
Human Resource Management	13011900 (.5 credit)	None	11-12
Statistics and Business Decision Making	13016900 (1 credit)	PREQ: Algebra II	11-12
Practicum in Business Management	13012200 (2 credits) 13012205 (3 credits) 13012210 (2 credits) 13012215 (3 credits)	None	11-12
Practicum in Entrepreneurship	TBD	TBD	TBD
Career Preparation I	12701300 (2 credits) 12701305 (3 credits)	None	11-12

**FOR ADDITIONAL INFORMATION ON THE BUSINESS, MARKETING, AND FINANCE CAREER CLUSTER, PLEASE CONTACT:**

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<https://tea.texas.gov/cte>